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Shop now, dentists urged

As the general trend for 'tightening one's belt' continues in the UK's current climate of economic uncertainty, there is some good news that may encourage dental practitioners to purchase certain items outstanding on their surgery shopping lists.

Accountant Matthew Watson, at Ballard Dale Syree Watson, provides services to a range of clients in the healthcare sector, including many dental practices.

He suggests it may be a good time to remind dentists and dental technicians to consider making any major capital expenditure before April 2012.

The annual investment allowance (AIA) allows most businesses to gain tax relief for their annual capital expenditure, with the current

maximum amount being £100,000 per annum.

This allowance will be reduced to £25,000 with effect from April 2012, a huge reduction and loss of potential relief for businesses with large capital outlays after this date.

With items such as wall-mounted X-rays, dental chairs, sterilisers, dental cabinetry and modern equipment technology, £100,000 can soon be spent on necessary capital purchases – so it therefore makes sense for dentists to consider making these purchases before April next year.

Matthew says: 'This is such a large reduction in tax relief that perhaps now is a good time to remind dental practitioners everywhere, that if they are looking to replace or update certain capital items it makes more

sense to consider purchasing those items before April 2012.

'I would suggest that an initial review of a practice's assets is a good starting point.

'This allowance means that you receive tax relief now rather than later. If you spent £50,000 on equipment pre-April 2012 and are a 40% taxpayer you will save £20,000 in tax relief.

'If you leave it until after April 2012 you would receive tax relief of £10,000 in the first year, £2,500 in the second year, £1,875 in the third year and decreasing savings over subsequent years.

'In fact it would take over 10 years to achieve a similar tax saving achieved in one year under the 100% annual investment allowance. This is certainly a valuable relief.'

Keeping one eye on the property market

Dentistry magazine is continuing its look at the state of the dental practice sales market.

By bringing you real-life figures from completed practice sales, we are offering a snapshot of the true economic conditions in the UK at the moment.

Property prices are an invaluable barometer of financial health in any market, and commercial dental premises are no exception. Of course, there are many more aspects to consider when buying a dental practice than a residential property, which is where *Dentistry* magazine's *Sold!* can step in to help you.

These figures, published each month, will give you an invaluable guide to the prices of dental businesses up and down the country. Whether you're a would-be practice owner looking to make the jump from associate, or an existing practice owner trying to gauge the value of your existing business, you need to look here first.

Either way, it is sure to be a useful reference tool for you and your business.

We've picked some broad criteria that will tell you what you want to know without compromising the anonymity of the practices – their general location, number of surgeries, their NHS/private patient split and so on.

The location of each practice is further refined to reflect the population density of their areas – be it a relatively rural affair, a thriving inner-city business, or somewhere in between.

Every month, in conjunction with the team at Frank Taylor and Associates, we will bring you another five practice sales. Don't worry if the examples we have picked here don't directly relate to you – they soon will.

Remember, these are genuine prices, taken from the sale of real practices on the open market.



SOLD!

In association with

Frank Taylor and Associates
THE LEADING INDEPENDENT VALUERS AND SALES AGENTS TO THE DENTAL PROFESSION

**Real practices.
Real prices.
Your guide to the dental
property market in the UK.**

Wales
Urban practice
2 surgeries
Leasehold
Gross per annum £338,364
Mainly private with a small NHS contract
Purchase price £252,000

London
City practice
4 surgeries
Leasehold
Gross per annum £250,000
Predominantly NHS and small private fee income
Purchase price £327,000

East Anglia
Rural practice
1 surgery
Leasehold
Purchase Price £120,000
Gross per annum £145,000

South
Urban practice – two sites
2 practices
Leasehold
Gross per annum £680,000
Mainly NHS with some private income
Purchase price £635,000

West Country
Urban practice
1 surgery
Freehold
Gross per annum £227,000
Mainly private with a small NHS contract
Purchase price £290,000